

United Kingdom Jobs Expertini®

National Account Manager

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Company: PZ Cussons

Location: United Kingdom

Category: other-general

We are PZ Cussons. Our purpose is **For everyone, for life, for good.**

Sustainability and the wellbeing of people, families and communities everywhere are at the heart of everything that we do.

Since our founding in 1884, we have been creating products to delight, care for and nourish consumers. Across our core categories of Hygiene, Baby and Beauty, our trusted and well-loved brands include Carex, Cussons Baby, Sanctuary Spa and St. Tropez.

Work with SNAM to deliver retailer strategy.

Update and deliver monthly, quarterly and annual sales forecasts indicating risks and opportunities.

Weekly analysis of retailer sales reports sharing qualitative and quantitative results.

Negotiate annual JBPs with the retailers.

Delivery of agreed sales and profit targets.

Manage trade spend effectively, ensuring to drive brand awareness whilst maximising profitability.

Budget building and delivery.

Manage promotional planning along with the marketing team to ensure profitable growth and optimum NPD buy in whilst respecting brand values.

Monthly promotional analysis in conjunction with Finance Team including recommendations to deliver improved return on future promotional investment.

Oversee the supply chain within the account through forecasting and delivery.

Participation in key business meetings such as forecast validation, NPD and brand meetings, presenting a review of account performance identifying challenges and opportunities as appropriate.

Other ad hoc activities to drive sales.

Lead category performance.

Cross functional monthly retailer meetings to review performance.

Drive profitable EPOS sales, building brands appropriately.

Develop strong networks and partnerships across all relevant departments with all accounts.

Ensure consistent excellent service to retailers delivering a best in class approach.

Collaborative creation and delivery of JBPs with retailers.

Review sell out performance and take appropriate action as required.

Update on market and competitor activity within all accounts.

+2 years National Account experience

Team player.

Analytical and detail orientated.

Strong communication skills – written and verbal.

Highly operational.

Excellent presentation skills.

Proficient in Microsoft Office.

Strong negotiation experience.

Highly organized.

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